

Message Text

UNCLASSIFIED

PAGE 01 MEXICO 03838 100211Z

17

ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 RSC-01 DRC-01 /030 W

----- 099968

R 092048Z MAY 74

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 1573

UNCLAS MEXICO 3838

E.O. 11652: N/A

TAGS: BEXP, MX

SUBJ: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION SUPPORT

(AAS) EQUIPMENT.

REF: STATE 073827, 4/11/74; STATE A-2719, 4/3/74

FOUR BIDS RECEIVED FROM 16 REQUESTS SENT:

1. BATRES, VALDES, WYGARD & ASOCIADOS, S.C.

A. COST \$4,500 DOLLARS OR \$56,250 PESOS.

B. 23 PERSONAL INTERVIEWS.

C. TIME 13 WEEKS MAXIMUM.

D. EXPERIENCE - HAVE DONE 2 RESEARCH PROJECTS ON SUBJECT. BATRES TOOK SPECIAL TRAINING IN AIRLINE PROCUREMENT WITH PAN AM AIRWAYS, NEW YORK. VALDES WORKED AS INTERNATIONAL OPERATIONS OFFICER WITH AERONAVES.

2. GROUP CONSULTOR

A. COST \$5,000 DOLLARS OR \$62,500 PESOS.

B. 25 PERSONAL INTERVIEWS.

C. TIME 12 WEEKS.

D. EXPERIENCE: NO STUDIES MADE ON SUBJECT. 1 SUPERVISOR WORKED FOR PIPER DISTRIBUTOR IN MEXICO AND ALSO AS GENERAL MANAGER OF AERO RAMPA COMPANY HANDLING AIRCRAFT CLEANING AND MOVEMENT WITHIN AIRPORT. ANOTHER WORKED IN SEVERAL AIRLINES IN VARIOUS CAPACITIES.

3. BURKE INVESTIGACIONES DE MERCADOTECNIA INTERNACIONALES, S.A.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MEXICO 03838 100211Z

A. COST \$5,100 DOLLARS PLUS 10 PERCENT OR \$63,750 PESOS PLUS 10PERCENT

B. INTERVIEWS: MINIMUM 15-TOTAL ABOUT 22.

C. TIME 10 WEEKS.

D. EXPERIENCE: NO PREVIOUS SURVEYS BUT HAVE RETIRED CAPTAIN OF AEROLINEAS MEXICANAS AS SUPERVISOR.

4. LIC. CARLOS QUEVEDO PROCEL

A. COST \$5,400 DOLLARS, NOT INCLUDING TRAVELING EXPENSES.

B. INTERVIEWS: 24.

C. TIME: 12 WEEKS.

D. EXPERIENCE: NONE.

ON BASIS OF PRICE, PRESENTATION AND EXPERIENCE BATRES, VALDES IS CONSIDERED THE FIRST CHOICE, FOLLOWED BY GRUPO CONSULTOR. ONLY DOUBT REGARDING BATRES, VALDEZ IS THAT THEY ARE INITIATING THEIR FIRST RESEARCH WITH US AN THE FOOD PROCESSING AND PACKAGING EQUIPMENT AND THIS ADDITIONAL WORK MAY CROWD THEM. HOWEVER, THE MATTER HAS BEEN DISCUSSED WITH THEM AND THEY FEEL THEY CAN HANDLE IT. GRUPO CONSULTOR WOULD BE SECOND CHOICE IN THE EVENT IT IS FELT THAT THE LOAD WOULD BE TOO HEAVY ON BATRES.

JOVA

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MEXICO03838
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740114-0049
From: MEXICO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740561/aaaacccox.tel
Line Count: 84
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 073827, 4/11/74; STATE A-2719
Review Action: RELEASED, APPROVED
Review Authority: boyleja
Review Comment: n/a
Review Content Flags:
Review Date: 31 OCT 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <31 OCT 2002 by shawdg>; APPROVED <06 JAN 2003 by boyleja>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION SUPPORT (AAS) EQUIPMENT.
TAGS: BEXP, MX
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005